



Performance-Based Acquisition Challenges

- **Challenges in O&M contracting**
 - **Requiring activities are not prepared/trained/experienced at performance based contracting (wrt BOS/O&M contracts)**
 - **Contracts were not written properly**
 - **O&M is believed to be the driver for performance based concerns vice A&AS type contract**
- **Challenges in R&D contracting**
 - **Command needs to be supported with extremely capable expertise in order to properly support new capability development**
 - **don't set the programs up for failure**



Performance-Based Acquisition Challenges

- **Challenges for A&AS contracting**
 - **Continuing difficulty in defining good performance metrics**
 - **Best commercial practices are hard to define for HQ Staff type contracts**
 - **Industry believes CAASETA SOWs are adequately written in performance based language**
 - **Metrics may need to be at a higher level similar to CPARs ratings**
 - **Metrics may need to be more qualitative vice quantitative**



What Are The Other Challenges

- **Areas of misunderstanding**
 - **Shift to a greater emphasis on cost rather than performance factors for A&AS contracts and task orders due to need for more defensible best value awards**
 - **This limits innovation and potential loss of experienced personnel**
 - **There is an emphasis on Multiple Award IDIQ task order contracts with a limited period of performance**
 - **The sheer number of task orders are draining on both government and industry assets**



What Are The Other Challenges

- **Improve communications by**
 - **Need to have more open communication with customers to better understand upcoming requirements**
 - **Educate requiring activities so they can discuss requirements with contractors before the RFP is released**
 - **Educate requiring activities on personal services indicators to help them understand where the line needs to be drawn**
 - **Continue discussions between industry and government to gain better insights into each others needs and issues**



What Are The Other Challenges

- **Improve communications by**
 - **Industry would like more one on one discussions - better and more productive discussions will take place**
 - **Opening a regular forum between PMO, CONS, and contractors where ideas of improving and making CAASETA better are available**